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Re: Letter of Reference

A talented search professional is an extension of a company's brand and reputation in the marketplace. That extension is created when the search firm understands the business, the culture, and leadership of the organization. The challenge is then to deliver talented individuals who relate to the environment and demonstrate the background and drive to deliver the results that are expected for growth, profitability, and recognition by consumers, investors, and associates.

Working with Kirk Palmer & Associates produces these results. Kirk and his team make sure they have a complete understanding of both the role and the strategy and goals of the organization. They ensure there is a personal connection with the leaders in the organization and the candidates to create a seamless experience throughout the process. The real value Kirk provides comes in providing an objective perspective of both the candidates and the company, calibrating talent to the specific role, pushing back when appropriate, and balancing the interests of both sides to bring the best qualified candidate on board.

If a firm is looking for this kind of relationship and result, I highly recommend Kirk Palmer & Associates. The combination of Kirk's personal involvement and deep experience in our industry and a dedicated and professional team to assist him makes for a winning partnership in identifying and selecting top talent.

